

# EPP Buyer Update

Volume 4. June 2003

## Setting a New Price for Recycled Paper

Check out the new pricing released by OSD



If you are a little tired of seeing the picture of a buyer trying to stretch a dollar note (logo of the “Stretching the Paper Dollars” Big Buy Program for recycled paper) that’s understandable. Many of us are in that buyer’s position right now! To answer the purchasers’ prayers, OSD has just released new statewide contract pricing for recycled paper, and it is significantly lower than before.

### Regular orders (under 40 cases)

Both statewide contractors, xpedx/International Paper and Lindenmeyr Munroe, just lowered their pricing for **all 30% post-consumer recycled content copy paper**. Some of xpedx pricing decreased by 7% while Lindenmeyr Munroe’s pricing decreased by 6%. One of the envelope

contractors, Worcester Envelope, followed suite and decreased their pricing by 1.5%. This pricing is active through November 6, 2003. For more information on the current pricing, please refer to the OSD Update at <http://ftp.comm-pass.com/Data/0079570022.pdf>

### Large orders (40 cases and over)

If you have a large order, there is an even better deal for you! On Friday May 30th, OSD conducted an online bidding event in which Lindenmeyr Munroe and xpedx/International Paper competed for delivering 20,000 cases (22 trucks) of paper to Massachusetts and Connecticut in large orders.

The winner, xpedx/International Paper, further dropped the price per case by about a dollar in each volume bracket. This bidding event concluded the “Stretching the Paper Dollars” Big Buy program run by OSD to reduce the prices for 30% post-consumer 8-1/2” x 11” 24-lb paper. The Big Buy pricing also available online at the link above has been in effect since June 2, 2003 and will last through August 29, 2003 with deliveries by September 30, 2003. **IMPORTANT: All entities eligible to use Massachusetts statewide contracts can take advantage of the Big Buy pricing, regardless of whether they did or did not submit a participation questionnaire.**

This is OSD’s first experience in cooperative paper purchasing geared to help buyers across the state reduce purchasing risk and obtain significant volume discounts. Please take advantage of the new pricing and help us drive the recycled paper prices even lower by buying recycled and taking part in next year’s Big Buy for recycled paper!

### In This Issue:

- **EPP Cleaners Contract Takes Off!**
  - Product Pilots in Downtown Boston
- **How Green is Your Printing Company?**  
Review the Environmental Scores Current Contractors Received
- **In the Works:** The new contract for photocopiers, printers and fax machines!
- **The Consumer Corner:**  
How to Select a Room Air Conditioner

## The New Printing Contract

### How Green is Your Printing Company?

In the past issues of the EPP Buyer Update, we have mentioned the recently awarded contract OFF15 for printing and mailing services. Among the new contract features is the Environmental Stewardship Score that OSD developed in collaboration with the Office of Technical Assistance of EOEA and the Environmental Results Program of DEP.

The new statewide printing contract encourages all printing service providers to implement environmental stewardship initiatives that exceed the requirements of the current regulations. The request for response (RFR) document listed such initiatives, including:

- Equipment and technologies preventing waste and reducing pollution (e.g. digital pre-press systems, solvent recovery systems, etc.);
- Recycling paper, cardboard, used pallets and waste inks;
- Environmentally preferable chemicals for printing (formaldehyde-free photochemicals, vegetable-based or water-based inks, low-VOC adhesives, etc.)

Based on the extent to which each current contractor has implemented such desirable environmental initiatives, each of them was awarded an Environmental Stewardship Score. The goal of the score is to inform purchasers which of the printing contractors went an extra mile to make their operations more environmentally sound. After all, what is a better encouragement for a business doing a good job than more customers and more orders?

#### FAQs

**Question:** When is it more economical to restart an automobile rather than let it idle?

**Answer:** EPA tests have shown that it is more economical to turn the engine off rather than let it idle if the idle time would exceed 60 seconds.

**Got a question? Send it to us and we'll answer it in the EPP Buyer Update!**

#### Printing contractors and their environmental scores.

Contractor Name	Score
Vintage Document Solutions, Inc	17.5
WordTech Corporation	17.5
Moore Business Forms	16.5
Red Sun Press, Inc.	16.5
Bradford & Bigelow	16
Standard Modern Printing	16
D.B.S. Industries, Inc. dba Diversified Business Systems	15.5
Sterling Business Products, Inc.	15.5
Winthrop Printing Company, Inc.	15.5
Eagle Graphics	15
MacDonald & Evans Printers, Inc.	15
The Instant Printing Place, Inc. dba Execuprint	14.5
LT Ventures, Inc dba G&G Printing Co.	14.5
DS Graphics	14
John C. Otto Company, Inc.	14
United Lithographics	14
Copy Cop Inc.	13.5
Deschamps Printing Co., Inc.	13.5
Impressions Plus, Inc.	13.5
Minuteman Press	13.5
Pyramid Printing	13.5
Shawmut Advertising dba Shawmut Printing	13.5
Saltus Press	13.4
Atlantic Graphic Services, Inc.	13
BFS Business Printing, Inc.	13
Rogers Print & Design	13
Spencer Press, Inc.	13
Mailwell Graphics	12.5
Standard Register Company, The	12.5
LPI Printing & Graphics, Inc.	12
Sullivan Brothers Printers, Inc	12
Touchmark, Inc.	12
Arvest Press, Inc.	11.5
Classic Copy & Printing / J.K. Dietrich & Assoc., Inc.	11.5
Sir Speedy Printing	11
Angelcraft Printing & Design	10.5
Lane Printing & Advertising	10.5
Eagle Offset	10
Primary Graphics	9.5
Webster Printing	9.5
LaJustice	9
Miles Press, Inc	9
Shamrock	5.5
Charles River Publishing, Inc.	3

#### Subscription Information

The EPP Buyer Update newsletter is published by the Environmentally Preferable Products Purchasing Program at the Massachusetts Operational Services Division, One Ashburton Place, Room 1017, Boston, MA 02108, 617-720-3351, 617-727-4527 fax. Visit us online at <http://www.mass.gov/osd/enviro/>. To subscribe to or unsubscribe from this newsletter at [http://www.mass.gov/osd/enviro/newsletter\\_form.html](http://www.mass.gov/osd/enviro/newsletter_form.html)

# **Green Cleaning the State Office Buildings**

## **BSOB and UNICCO Give Green Cleaners a Try**



***The "green cleaning team" (left to right) Bob Proulx, Rochester Midland Corporation Representative, Jose Bueso, UNICCO State Buildings Account Manager, Patrick Reed, Deputy Superintendent, Bureau of State Office Buildings***

**Do OSD and the EPP Program really practice what they preach when it comes to green cleaning products?** Until recently, this was a tough question for us to answer since none of the agencies housed in the four Downtown Boston state office buildings, including OSD, purchase their own cleaners.

This problem is common for many office buildings that contract out their cleaning services and is often considered a significant barrier in initiating green cleaning programs. Buy-in from the property managers and the cleaning contractor are crucial to introducing green cleaning products into operations. In our case, the two key players are the Bureau of State Office Buildings (BSOB) that manages the four buildings and administers the cleaning contract and UNICCO, the cleaning contractor. This relationship has been in place since 1998, and conventional cleaners have always been used.

Both organizations, however, were interested in giving green cleaners a try provided the products worked as well as the currently used chemicals and were cost-competitive. In April, with approval from the Bureau of State Office Buildings, UNICCO piloted four Rochester Midland cleaning products (general purpose, glass and bathroom cleaners and a neutral disinfectant) in the State House. The results of the pilot were impressive enough to make a decision to introduce the new cleaners in other buildings. Just a few days ago, custodial workers at the McCormack building, the building in which OSD is located, started using green cleaners.



***Gerardo Rodriguez, UNICCO Supervisor, is using one of the three new proportioning systems installed in the State House. Five more new proportioning systems have been installed in the McCormack Building.***



***Yanira Vasquez and over twenty other UNICCO staff now use only EPP cleaners!***

Early in the next fiscal year, the two other state office buildings (Lindemann and Hurley) will also switch to EPP cleaners. Meanwhile, they are using up all the left-over conventional cleaners from the State House and the McCormack Building. Once all the four buildings are on board, Rochester Midland is planning to deliver a certified safety training for UNICCO supervisors and foremen. **Now, what kind of cleaners are used in your office building?**

### How to Select a Room Air Conditioner



No one says you will actually need this summer, but here are a few tips from EnergyStar and the EPA for those in the market.

Many people buy an air conditioner that is too large because they think it will provide better cooling.

However, an oversized unit is actually less effective. Air conditioners work by removing both heat and humidity. A unit that is too big will cool the room so quickly that it won't have the opportunity to remove as much humidity from the air as it should. As a result, the unit will keep turning off and on while the room will feel damp and clammy. A properly sized unit will remove humidity as it cools. To figure out which unit is best for your cooling needs:

1. **Determine the square footage of the area to be cooled.**
2. **Determine the correct cooling capacity** (measured in British Thermal Units (BTUs) per hour).

Area (sq. ft)	Capacity (BTUs/hr)
100 to 150	5,000
150 to 250	6,000
250 to 300	7,000
300 to 350	8,000
350 to 400	9,000
400 to 450	10,000
450 to 550	12,000
500 to 700	14,000
700 to 1,000	18,000

3. **Make adjustments for the following circumstances:**
  - If the room is heavily shaded, reduce capacity by 10 percent
  - If the room is very sunny, increase capacity by 10 percent
  - If more than two people regularly occupy the room, add 600 BTUs for each additional person
  - If the unit is used in a kitchen, increase capacity by 4000 BTUs

More information on Energy Star® compliant air conditioners (including a searchable database of products and a savings calculator) is available at [http://www.energystar.gov/index.cfm?c=roomac.pr\\_room\\_ac](http://www.energystar.gov/index.cfm?c=roomac.pr_room_ac)

## In the Works

### OFF16 – Photocopiers, Printers, Facsimile/Multifunctional Equipment, Supplies and Services

Yes, the name of the contract is really going to be this long. But it has to be since the contract will cover what used to be four different statewide contracts; three for different types of printing equipment and one for supply. The range of environmental issues that will have to be addressed includes energy efficiency, packaging and paper use reduction, remanufacturing supplies and equipment and equipment end-of-life management. In addition to that, the EPP Program in collaboration with DEP will work to highlight the cost savings associated with some of those issues and ways for agencies to take advantage of them.

## FAQs

**Question:** Air conditioners in stores have yellow labels displaying “energy efficiency ratios.” What do those ratios mean and how do I use them to buy a better AC?

**Answer:** The efficiency of air conditioning units is governed by U.S. law and regulated by the Department of Energy. Every air conditioner is assigned a rating known as its energy efficiency ratio (EER). The EER is defined as the cooling output (in BTU per hour) divided by its energy input (Watts) at specified indoor and outdoor temperatures.

Since energy efficiency of ACs varies by model, the EER is a relative measure of how much energy it takes each model to cool the room to the same temperature. Higher EERs are better. A unit with a high EER will use less energy to deliver the same amount of cooling.

The minimum EER allowed by law is between 8 and 9, depending on the capacity and type of unit. The best available EER is about 13. High-efficiency air conditioners save money on utility bills and result in fewer environmentally harmful emissions.